

Message Text

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16

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R 122122Z JUL 73

FM SECSTATE WASHDC

TO AMCONSUL FRANKFURT

INFO AMEMBASSY PARIS

UNCLAS STATE 136700

E. O. 11652: N/A

TAGS: BGEN GW

SUBJECT: REVERSE INVESTMENT: TISO INTERNATIONAL GMBH

REFERENCE: FRANKFURT 3946

FROM COMMERCE

PARIS/GARRETT

COMMERCE AND STATE DEVELOPMENT AGENCIES PREPARED TO ASSIST
TISO AND CLIENT IN PLANS FOR U.S. INVESTMENT. INFORMATION HERE-
WITH WILL NOT ANSWER ALL QUESTIONS REFTEL. RECOMMEND CONTINUED
DIALOGUE ALONG LINES RECOMMENDED BELOW.

1. ACQUISITION/PARTNERSHIP: MANUFACTURERS PRINTING EQUIPMENT
MOSTLY IN NORTHEAST AND NORTH CENTRAL STATES. INDUSTRY
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DOMINATED BY SEVERAL LARGE COMPANIES CONSIDERED UNLIKELY CANDI-

DATES FOR ACQUISITION OR JOINT VENTURE ON TERMS OUTLINED. MANY SPECIALTY MANUFACTURERS ALSO SAME AREAS POSSIBLE CANDIDATES BUT INQUIRY HAMPERED BY LACK INFORMATION ON TYPE OF MACHINERY INVOLVED (I. E. LITHOGRAPH, BOOK-BINDING, NEWSPAPER PRESS, ETC.). COLORADO AND NORTH CAROLINA REPORT NO PRINTING EQUIPMENT MANUFACTURERS. OTHERS RELUCTANT CONTACT COMPANIES REGARDING ACQUISITION. DEFINITION OF PRODUCT LINE MIGHT PERMIT FURTHER EXPLORATION. ALSO SUGGEST INQUIRY ON ACQUISITION/JOINT VENTURE BEST APPROACHED BY TISO'S CLIENT THROUGH BANKING OR INVESTMENT BANKING CONNECTIONS.

2. IN VIEW OF PRESENT LOCATION PRINTING MACHINERY MANUFACTURERS AND AVAILABLE SKILLED LABOR OPINION FAVORS INVESTIGATION OF NORTHEAST AND NORTH CENTRAL STATES. TRANSPORTATION PRESUMED GOOD ALL AREAS UNLESS SPECIAL REQUIREMENTS.

3. MANAGEMENT/ENGINEERING CONSULTANT FIRMS SUCH AS A.D. LITTLE, MCKINSEY AND CO., BOOZ-ALLEN HAMILTON, BERENSHOTT, STONE AND WEBSTER AUSTIN CO., BATTELLE INST. AND MANY OTHERS CAPABLE ASSIST TISO. SOME HAVE EUROPEAN OFFICES.

4. DEPARTMENT OF LABOR STUDY #1754, WINTER 1970-71, TABLE 1, COVERED LABOR COSTS IN VARIOUS AREAS DOL REPORTS COSTS UP APPROXIMATELY 17 PERCENT SINCE DATE REPORT. REPORT DOES NOT SEPARATE UNION/NON-UNION. TYPICALLY SOUTHERN STATES REPORT SOMEWHAT LOWER RATES AND LESS ORGANIZED UNIONISM. (SEE NORTH CAROLINA)

5. SEVERAL STATES HAVE SENT INFORMATION DIRECTLY TO CONGEN. OTHER BROCHURES AND SUPPLEMENTARY MATERIAL BEING AIR POUCHED. DOL LABOR RATES TO BE AIRPOUCHED.
ROGERS

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